FAX

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TO: Charlie Iszard
Amerada Hess Corp.

Phone
Fax Phone 908-750-6143

FROM: G. N. Kuruc, Jr.
R. J. Reynolds Tobacco Company
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Edison, NJ 08889

Phone 908-225-4774
Fax Phone 908-417-9076

CC:

REMARKS: ☐ Urgent ☒ For your review ☐ Reply ASAP ☐ Please Comment

Charlie:

Attached is the CTS Information you requested. This was prepared by Lori O'Connor.

Please note that there is minimal CTS opportunity for stores 12-18, due to low volume of the surrounding area.

Please call me if you have any questions.

Nick

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Source: https://www.industrydocuments.ucsf.edu/docs/hgly0000

Amerada Hess Corporation
Potential CTS Stores

Rank	Store #	Town	Total CIV	Ctn CIV	CTS	avail Ctn
1	32287	Rochester*	62,169	30.5%	1(New)	18943
2	46212	Alexandria	29,983	33.0%	1	9894
4	38260	Scranton**	26,010	31.6%	3	8219
3	10213	Dalton	19,047	34.0%	2	6476
5	10215	Athens	15,924	40.0%	3	6370
6	39201	Warwick	16,443	17.0%	0	2795
7	30239	Trenton	17,000	13.9%	2	2363
8	32277	Liverpool	7,630	21.6%	0	1645
9	46216	Annadale/Clinton	2,545	61.0%	0	1552
10	32458	Fairport	3,449	36.7%	0	1266
11	9201	Clewiston	2,650	45.0%	1	1193
12	38353	Thorndale	1,555	62.0%	0	964
13	38279	King of Prussia***	4,290	20.0%	0	858
14	30309	Pennsauken	5,302	13.0%	0	689
15	32421	New Lebannon	905	12.2%	1	110
16	30247	Woodstown	907	9.0%	0	82
17	32457	Pittsford	822	0.0%	0	0
18	32285	Yorkville	513	0.0%	0	0

* Rochester in zip code where Hess located only 1862 volume, all CG and 1 new CTS.

** Scranton in zip code where Hess located 5046 volume 36% is carton with 1 CTS.

***King of Prussia is located close to the Deleware border where there are a lot of CTS due to differences in State taxes.

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